

Message Text

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ACTION NEA-10

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C O N F I D E N T I A L 2547

E.O. 11652: GDS

TAGS: MPOS, MILI, EG, PFOR

SUBJECT: EMBASSY/CONTRACTOR CONTACT WITH GOE OFFICIALS RE
EQUIPMENT SALES FOR POTENTIAL MILITARY APPLICATIONS

REF: (A) STATE 43809, (B) CAIRO 2147

1. WE WILL BE GUIDED BY INSTRUCTIONS REF A, BUT
DEPT/DOD SHOULD KNOW WE ARE RECEIVING SOME FLACK
FROM BOTH AMERICAN BUSINESSMEN AND EGYPTIANS FOR
OUR UNWILLINGNESS TO ARRANGE DIRECT CONTACT.

2. MOST RECENT INSTANCE WAS APPROACH BY TWO SENIOR
EGYPTIAN AIR FORCE OFFICERS TO AIRA ASKING WHY WE DO
NOT PROVIDE INTRODUCTIONS FOR US CONTRACTORS MEETING
WITH EGYPTIAN AIR FORCE AUTHORITY AS OTHER FOREIGN
EMBASSIES DO. AIRA EXPLAINED IN DETAIL RATIONALE
FOR OUR HANDS-OFF POLICY. WE WISHED TO AVOID
BUILDING UP FALSE HOPES FOR EXPORT LICENSES IN
NEAR FUTURE BY APPEARING TO LEND USG ENDORSEMENT TO
SPECIFIC CONTRACTOR VISITS. EGYPTIAN INTERLOCUTORS
PROFESSED UNDERSTAND RATIONALE, BUT COUNTERED BY
STATING THAT EVEN IN ABSENCE OF ANY CERTAINTY OF AN
EXPORT LICENSE THEY WERE ANXIOUS TALK WITH US
CONTRACTORS. HOWEVER, EYPTIAN AIR FORCE POLICY
PRECLUDES TALKS WITH CONTRACTORS QUOTE OFF THE
STREET UNQUOTE. (THIS IS ALSO TRUE WITH ARMY.) THUS,
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SOME INDICATIONS OF CONTRACTOR BONA FIDES IS REQUIRED

FOR ANY TALKS BETWEEN EGYPTIAN AIR FORCE AND FOREIGN CONTRACTOR. EGYPTIANS THEN SPECIFICALLY REQUESTED DAO MAKE INTRODUCTIONS IN THE FUTURE WITH CAVAET THAT SUCH INTRODUCTIONS SHOULD NOT BE TAKEN AS AN INDICATION OF USG SUPPORT, NOR GUARANTY THAT EXPORT LICENSE COULD BE SECURED IF CONTRACT NEGOTIATED. THIS INFO WOULD BE STATED IN PRESENCE OF US CONTRACTOR AND EGYPTIAN OFFICIALS.

3. IN EFFORT ASSIST US BUSINESSMEN, PERHAPS INSTRUCTIONS REFTEL A SHOULD BE REVIEWED. WE AGREE EMBOFFS SHOULD NOT ACCOMPANY BUSINESSMEN ON CALLS ON EGYPTIAN OFFICERS, BUT SUGGEST DAO BE AUTHORIZED TO MAKE INTRODUCTORY TELEPHONE CALLS TO EGYPTIAN MILITARY OFFICERS ATTESTING AMERICAN FIRMS BONA FIDES AND CANDIDLY STATING TO BOTH SIDES THAT THERE IS AT PRESENT NO ASSURANCES THAT APPROVAL WILL BE FORTHCOMING. WHILE SUCH PROCEDURE ADMITTEDLY IS NOT FOOLPROOF IN AVOIDING EGYPTIAN EXPECTATIONS, IT WILL NEVERTHELESS AT LEAST GIVE AMERICAN BUSINESSMEN SAME STATUS THAT FOREIGN VENDORS HAVE AS A RESULT OF THEIR RESPECTIVE EMBASSIES INTRODUCTIONS.

4. ALTERNATIVE WOULD, OF COURSE, BE IF EGYPTIAN EMBASSY WASHINGTON ARRANGED INTRODUCTION, BUT WE ARE UNCERTAIN HOW MANY AMERICAN VENDORS TOUCH BASE THERE FIRST.
EILTS

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